



virtel

CASE STUDY



Fraikin replaced 1500 Windows PC workstations and TN3270 emulation with **Chrome devices and Virtel Web Access**

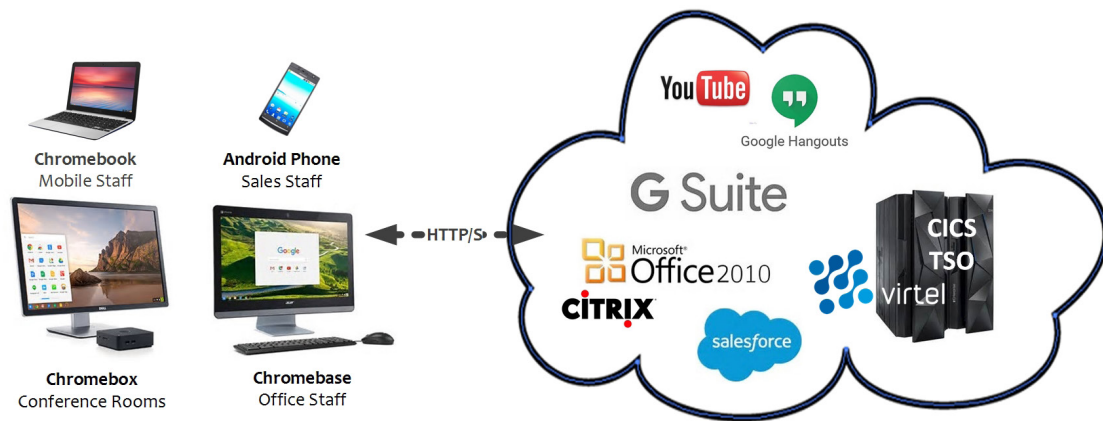
THE CUSTOMER

Fraikin – a leader in commercial vehicle fleet services – relies on CICS and TSO applications to support 180 agencies, 7000 customers, 2800 employees, and a fleet of 58000 vehicles in 13 European countries, plus Russia and Saudi Arabia.

THE INITIATIVE

In 2002 Fraikin migrated their desktop and Intranet applications to a Citrix Cloud solution to reduce the workstation support and TCO (Total Cost of Operations).

In 2016 Fraikin embraced the corporate-wide usage of video conferencing and YouTube tutorials, and further reduced the workstation support and TCO, by replacing 1500 Windows PC workstations with ultralight Chrome devices and a complement of Google products including G Suite for the Cloud, Gmail, Google Drive, Google Hangouts, and Google Calendar.



Today:

- The only products installed on Chrome devices are the OS and browser, two browser extensions (access Citrix and Salesforce), and a short list of whitelisted applications.
- Most applications - desktop, Intranet, multimedia, CRM, print, and host (CICS and TSO) - are accessed in the Cloud through the Chrome browser.

VIRTEL KEY FEATURES:

- 1 Serves 3270 transactions as web pages or web services
- 2 Nothing to install or support outside the host
- 3 Instant deployment: point web browsers to a predefined URL
- 4 Works with any browser or platform (Windows, Mac/iOS, Chrome...)
- 5 End-to-end SSL encrypted FIPS 140.02 compliant HTTPS connections
- 6 Concurrently serves different presentations to different users (3270 TE, GUI, mobile)
- 7 Supports any protocol and format: RESTful, XML, JSON, SOAP, MQ Series, etc.
- 8 Low impact and low risk: no application or server change
- 9 High performance and small host footprint for highly scalable solutions
- 10 Simple host-centric configuration and support for low TCO and early ROI

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- The Chrome devices are configured centrally via the Google administration console, and the software and security updates are automated. Quite simple!

THE CHALLENGE

A roadblock to the Chrome migration was the legacy TN3270 emulator used to access Fraikin's mainframe applications: not only were its TN3270 Java client applets inconsistent with Fraikin's simplification objectives, but they didn't work on Chrome devices.

THE SOLUTION

The solution was to install Virtel Web Access (VWA) - Virtel's base configuration - on the mainframe hosting the 3270 applications. Virtel is a scalable and economical solution to transform legacy mainframe applications into new and dynamic web applications. Virtel's mainframe-hosted middleware establishes a direct dialogue between the mainframe and web environments to serve legacy mainframe applications as web pages or web services over end-to-end HTTP/S connections.

With VWA, users access 3270 applications such as TSO and CICS in 3270 TE mode in their browser. VWA serves the 3270 screens as HTML5/JavaScript web pages with 3270 TE ergonomics. A true thin-client browser-based solution, VWA fits nicely within Fraikin's simplification strategy because **from a user point of view, VWA brings the legacy mainframe applications into the Cloud** together with G Suite, Salesforce, the Citrix-hosted Intranet and Microsoft office applications, and the rest of the Google DaaS products family.

THE RESULTS

With this PC-to-Chrome migration project, Fraikin was able to:

- Support the corporate-wide deployment of video conferencing and YouTube tutorials
- Reduce and simplify the workstation support requirements:
 - No apps to deploy and support outside the host
 - Centralized management and support
- Save 80% on workstation TCO
- Provide unparalleled mobility and flexibility
- Improve security by eliminating the exposure of distributed Java applets

